

**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 09/APR/2003**  
**EUROS IN 000'S**  
**EUROPE MEDIA (1)**

PRODUCT	Mar Franchise Revenue	YTD(Mar) Franchise Revenue	Prior YTD Franchise Revenue	BMW PRIOR YTD Franchise Revenue	Apr Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2003 Full Year Plan	BMW 2003 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Weighted(2)
M&A	870	870	2,600	(1,731)	-	45,514	5,844	5,714	15,000	(8,286)	-	-
Other Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Advisory	870	870	2,600	(1,731)	-	45,514	5,844	5,714	15,000	(8,286)	-	-
ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-
HYCM	-	4,830	-	4,830	-	-	-	4,830	6,400	(1,770)	-	-
Loan Syndications	1,121	1,121	-	1,121	-	-	-	1,121	3,000	(1,879)	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	1,121	5,752	-	5,752	-	-	-	5,752	10,000	(4,248)	-	-
Equity Underwriting	-	-	-	-	-	-	-	-	-	-	-	-
Private Placement-Equity	118	383	3,638	(3,255)	-	35,500	6,625	7,008	40,000	(32,982)	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	118	383	3,638	(3,255)	-	35,500	6,625	7,008	40,000	(32,982)	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	-	-	-	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	-	-	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	-	-	-	-	-	-	-	-	-	-	-	-
Total Corporate Finance Product	2,109	7,004	6,238	755	-	81,014	12,469	19,473	10,000	(10,000)	-	-
									75,000	(65,527)	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 09-APR-2003  
EUROS IN 000'S  
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Mar	Franchise Revenue YTD(Mar)	Franchise Revenue Apr	Other Coverage Groups
Total M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	870	870	-	EUR RESTR, UK
		870	870	-	None
Total Advisory		870	870	-	
Total HYCM	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	-	4,630	-	EUR SPON, NA FIN SPO, NA Lev Fir
		-	4,630	-	
	BSkyB - GBP600mm revolving credit facility for refinancing (D025788)	797	797	-	UK
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	324	324	-	EUR SPON, EURLEVFIN, NA CON, I
Total Loan Syndications		1,121	1,121	-	
Total Debt Products		1,121	5,752	-	
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	-	74	-	FRANCE
	Vivendi Universal - mandatory convertible bond (D028623)	118	308	-	None
Total Equity Underwriting		118	383	-	
Total Equity		118	383	-	
Total Corporate Finance Product		2,109	7,004	-	

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FRANCHISE - PIPELINE BY DEAL  
AS OF 09-APR-2003  
EUROS IN 000'S  
EUROPE MEDIA

		Franchise Value					Balance Or Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipelines
PRODUCT	DEAL	PROBABILITY	Apr	May	Jun	Jul				
	BC Partners - acqn advisory of BertelsmannSpringer (Chess) / Chess "" (D024763)	0	-	-	5,000	-	-	5,000	-	
	Bocsey & Hawkes - divestiture advisory/delence & refinancing / Bronze (D015359)	50	-	1,000	-	-	-	1,000	500	
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	0	-	-	-	-	6,000	6,000	-	
	Digiturk - sell-side advisory (D025150)	25	-	-	-	-	3,000	3,000	750	
	Digiturk - sell-side advisory (D025150)	100	-	-	-	-	100	100	100	
	Electronic Arts - general advisory (VUE Games) (D025937)	0	-	-	-	-	5,611	5,611	-	
	Microsoft - acqn of Vivendi Universal Games (D030452)	0	-	-	-	-	5,611	5,611	-	
	Pearson - acqn advisory for AOL Time Warner Book Group (D030361)	0	-	-	-	-	374	374	-	
	Pearson pic - strategic advisory re Interactive Data Corp (D025865)	0	-	-	-	-	4,208	4,208	-	
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	5,000	5,000	1,250	
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	25	-	-	-	-	4,000	4,000	1,000	
	Taylor Nelson Sofres - acqn of NFO (Nectar) / Nectar (D030093)	25	-	-	-	4,488	-	4,488	1,122	
	TH Lee/BainBlackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	100	1,122	1,000	-	-	-	1,122	1,122	
Total M&A			1,122	1,000	5,000	4,488	33,903	45,514	5,844	
Total Advisory			1,122	1,000	5,000	4,488	33,903	45,514	5,844	
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	15,000	-	-	15,000	-	
	BSkyB - GBP 200 million convertible bond (D020296)	25	-	-	2,500	-	-	2,500	625	
	SES Global - £700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	8,000	6,000	
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	0	-	-	10,000	-	-	10,000	-	
Total Equity Underwriting			-	-	27,500	-	8,000	35,500	6,625	
Total Equity			-	-	27,500	-	8,000	35,500	6,625	
Total Corporate Finance Product			1,122	1,000	32,500	4,488	41,903	81,014	12,469	

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2003-04-09 (Wed)**  
**EUROS IN 000'S**  
**Europe Media**

BANKER	DEAL	PRODUCT	PROB	MAR FRANCHISE VALUE	YTD MAR FRANCHISE VALUE	APR FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	8C Partners - acqn advisory of BertelsmannSpringer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	5,000	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Acquisition Advisory	100%	-	-	-	1,122	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Bonds-Corporate High Yield	N/A	-	4,630	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Senior Bank Debt	N/A	324	324	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Axel Springer/Klron - Secondary Offering - Project Annabell / Annabell (D022480)	Equity-Secondary	0%	-	-	-	15,000	-
	8C Partners - acqn advisory of BertelsmannSpringer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	5,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	Equity-Convertible Bonds	25%	-	-	-	2,500	-
	BSkyB - GBP600mm revolving credit facility for refinancing (D025788)	Senior Bank Debt	N/A	797	797	-	-	-
	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	Divestiture Advisory	50%	-	-	-	1,000	-
Lovegrove, Stephen	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	Divestiture Advisory	N/A	870	870	-	-	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	100	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	3,000	-
	Electronic Arts - general advisory (VUE Games) (D025937)	Acquisition Advisory	0%	-	-	-	5,611	-
	Microsoft - acqn of Vivendi Universal Games (D030452)	Acquisition Advisory	0%	-	-	-	374	-
	Pearson - acqn advisory for AOL Time Warner Book Group (D030361)	Acquisition Advisory	0%	-	-	-	4,208	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	5,000	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	Equity-IPO	75%	-	-	-	8,000	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Equity-IPO	N/A	-	74	-	-	-
MacInnes, Bruce	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Acquisition Advisory	100%	-	4,630	-	1,122	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Senior Bank Debt	N/A	324	324	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	100	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	3,000	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	5,000	-
	StoryFirst - valuation of Russian assets (D025080)	Valuation	N/A	-	-	-	-	-
	Taylor Nelson Sofras - acqn of NFO (Nectar) / Nectar (D030069)	Acquisition Advisory	25%	-	-	-	4,488	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Equity-IPO	0%	-	-	-	10,000	-
Thun-Hohenstein, Christian	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Vivendi Universal - mandatory convertible bond (D028623)	Equity-Convertible Bonds	N/A	118	118	-	-	-
	Vivendi Universal - mandatory convertible bond (D028623)	Equity-Secondary	N/A	-	180	-	-	-

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NA Media  
Franchise Revenue in Excess of Euro 100k  
Weekly Change (from Apr 30 to May 7)

Deal	Product	Probability	Region	Actual		Pipeline							Comments
				Apr	May	Apr	May	Jun	Jul	Aug	Sep		
Allbritton Communications - HY (4Q 02) (D020406)	Bonds-Corporate High Yield	100.00	Americas	1,138	0	0	0	0	0	0	0	0	Fees booked
Time Warner Entertainment - IPO (D028173)	Equity-IPO	75.00	Americas	0	0	0	0	0	0	0	0	0	Pipeline adjusted
AOL Time Warner - CONFIDENTIAL (1H 03) (D030716)	Block Trade	0.00	Americas	0	0	0	0	(433)	0	(433)	0	0	Pipeline adjusted
Carlyle/Weiss - acq Inq for QuestDex West(Phase II) / Phase 2 (D026662)	Bonds-Corporate High Yield	25.00	Americas	0	0	0	0	0	0	(122)	0	0	Pipeline adjusted
Clear Channel Communications - \$3bn refi 3Q 03 (D031145)	Bonds-Corp. Investment Grade	50.00	Americas	0	0	0	0	0	0	0	0	0	Pipeline adjusted
Lin TV - convertible bond & HY offerings (2003) (D031437)	Bonds-Corporate High Yield	100.00	Americas	0	0	0	0	(20,178)	0	0	0	0	Pipeline added
Mediacom - swap (D031356)	Derivatives-Credit	0.00	Americas	0	0	0	0	380	0	0	0	0	Pipeline added
Piney Bowes - IG Offering (Q2 2003) (D031561)	Bonds-Corp. Investment Grade	100.00	Americas	0	0	0	0	(269)	0	0	0	0	Pipeline adjusted
Salem Communications - HY offering (4Q 02) (D027241)	Bonds-Corporate High Yield	100.00	Americas	740	0	0	0	0	0	0	0	0	Fees booked
Young Broadcasting - \$100mm refinancing Q2 03 (D031269)	Bonds-Corporate High Yield	50.00	Americas	(213)	0	0	0	0	0	0	1,761	0	Pipeline added

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**NA Media****2003 Revenue vs 2003 Plan / 2002 Actuals**

Euro 000's

Regional View	Europe	Americas	Asia Pacific	Global Elimin	Total
2002 Actual	-	88,952	-	-	88,952
2003 YTD	-	55,852	-	-	55,852
2003 Plan	-	105,000	-	-	105,000

Product View	M&A	Other Advisory	Total Advisory	Total Debt *	Total Equity	IG Bonds	Other **	Total
2002 Actual	23,370	-	23,370	32,562	31,362	2,856	(1,199)	88,952
2003 YTD	3,347	-	3,347	51,723	6	1,139	(363)	55,852
2003 Plan	20,000	-	20,000	40,000	25,000	20,000	-	105,000

\* Total Debt includes IG Loan Fees, ABL, HY Bonds, Lev Loan Fees and Project Finance

\*\* Other includes Strategic Lending Contracts, Other Global Markets and Principal Investing

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NA Media  
 Client Revenue by Product  
 April 2003 MTD  
 Euros ('000'S)

Client	Bonds- Corporate High Yield	Equity-IPO	Private Placement- Equity	Strategic Lending Contracts	Bonds-Corp. Investment Grade	Corporate Finance Revenue	Loan Rev per GCIX	Derivatives per GCIX	Total Revenue	Tier
Albritton Communications Co	1,138	-	-	-	-	1,138	-	-	1,138	
Piney Bowes Inc	-	-	-	-	740	740	-	-	740	
Scholastic Corp	-	-	-	-	61	61	-	-	61	
Liberty Media Corporation	-	-	-	-	45	45	-	-	45	
Sinclair Broadcast Group Inc	15	-	-	-	-	15	-	-	15	
iVillage Inc	-	-	0	-	-	0	-	-	0	
AOL Time Warner Inc	-	-	-	(16)	-	(16)	-	-	(16)	
MediaNation Inc	-	(29)	-	-	-	(29)	-	-	(29)	
Viacom Inc	-	-	-	(63)	-	(63)	-	-	(63)	
Tribune Company	-	-	-	(68)	-	(68)	-	-	(68)	
Saturn Communications Corp	(213)	-	-	-	-	(213)	-	-	(213)	
						1,611			1,611	

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NA Media  
Client Revenue by Product  
April 2003 YTD  
Euros ('000'S)

Client	Acquisition Advisory	Divestiture Advisory	Fairness Opinion	Special- Corporate High Yield	Senior Bank Debt	Equity-PO	Equity- Secondary	Private Placement- Equity	Strategic Lending Contracts	Special-Corp. Investment Grade	Corporate Finance Revenue	Loan Rev per CCIX	Derivative per-CCIX	Total Revenue	Tier
EchoStar Communications Corp	1,389	-	-	16,408	8,829	-	-	-	-	-	26,626	-	-	26,626	
RFI Donnelley Corp	-	-	-	7,487	5,011	-	-	-	-	-	12,497	-	-	12,497	
General Motors Corporation	-	-	-	4,612	6,463	-	-	-	-	-	11,077	-	-	11,077	
Albion Communications Co	-	-	602	2,610	-	-	-	-	-	-	3,212	-	-	3,212	
ACME Communications Inc	-	923	-	-	-	-	-	-	-	-	923	-	-	923	
Piney Bowles Inc	-	-	-	-	-	-	-	-	-	740	740	-	-	740	
Tribune Company	-	433	-	-	-	-	-	-	-	-	365	-	-	365	
Thomas H Lee Partners	-	-	-	-	324	-	-	-	-	-	324	-	-	324	
Hicks Muse Tate & Furst Inc	-	-	-	-	232	-	-	-	-	-	232	-	-	232	
Comcast Corporation	-	-	-	-	-	-	-	-	-	207	207	-	-	207	
Gray Television Inc	-	-	-	33	-	-	70	-	-	-	103	-	-	103	
Clear Channel Communications Inc	-	-	-	-	-	-	-	-	-	86	86	-	-	86	
Scholastic Corp	-	-	-	-	-	-	-	-	-	61	61	-	-	61	
Sinclair Broadcast Group Inc	-	-	-	55	-	-	-	-	-	45	55	-	-	55	
Liberty Media Corporation	-	-	-	-	-	-	-	-	-	-	45	-	-	45	
iVillage Inc	-	-	-	-	-	-	-	-	-	-	(5)	-	-	(5)	
MediaNation Inc	-	-	-	-	-	-	-	-	-	-	(58)	-	-	(58)	
AOL Time Warner Inc	-	-	-	-	-	-	-	-	-	-	(62)	-	-	(62)	
Carlyle Group (The)	-	-	-	(130)	-	-	-	-	-	-	(130)	-	-	(130)	
Salem Communications Corp	-	-	-	(213)	-	-	-	-	-	-	(213)	-	-	(213)	
Viacom Inc	-	-	-	-	-	-	-	-	-	-	(233)	-	-	(233)	
											55,852			55,852	

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NA Media  
Vice President Pipeline Report

Deal	Vice President	Product	Probability	Month	2003 Pipeline
Scientific-Atlantic - Acq of Netgear (D031555)	Hartka, Jason	Acquisition Advisory	0.00	Sep	2,641

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FRANCHISE - REV-PIPE & PIPELINE SUMMARY  
 AS OF 07 MAY 2003  
 EUROS IN '000'S  
 NA MEDIA (C)

PRODUCT	Apr Franchise Revenue	YTD(Apr) Franchise Revenue	Prior YTD Franchise Revenue	BAW PRIOR YTD Franchise Revenue	% Change Year Over Year	May Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Actual	BI(W) 2002 Full Year Actual	% Change 2003 Forecast over 2002 Full Year Actual	2003 Full Year Plan	BI(W) 2003 Full Year Plan
M&A	-	3,347	14,754	(11,407)	-77%	-	11,180	2,047	5,394	23,370	(17,976)	-77%	20,000	(14,606)
Other Advisory	-	-	-	-	-	-	50	28	28	-	28	-	-	(14,678)
Total Advisory	-	3,347	14,754	(11,407)	-77%	-	11,236	2,075	5,422	23,370	(17,948)	-77%	20,000	(14,678)
ABL Origination	-	-	-	-	-	-	9,155	3,389	34,252	18,730	15,522	83%	25,800	8,652
HYCM	940	30,853	10,504	20,359	194%	-	5,282	1,320	22,191	13,832	8,349	50%	12,000	10,161
Loan Syndications	-	20,880	7,866	12,064	165%	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	940	51,723	18,370	33,354	162%	-	14,437	4,710	56,433	32,562	23,871	73%	40,000	16,433
Equity Underwriting	(29)	12	5,905	(5,893)	-100%	-	49,956	19,585	19,598	30,454	(10,856)	-36%	25,000	(5,402)
Private Placement-Equity	0	(5)	746	(753)	-101%	-	-	-	(5)	908	(813)	-101%	-	(5)
Structured Equity Transactions Group	(29)	5	6,653	(6,647)	-100%	-	49,956	19,586	19,592	31,362	(11,770)	-38%	25,000	(5,408)
Total Equity	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Benefits / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost Hedging / Goodwill Funding / Loan Shortfall	(146)	(363)	(478)	116	-24%	-	-	-	(363)	-	(363)	-	-	(363)
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	846	1,139	1,285	(130)	-10%	-	754	189	1,327	2,856	(1,529)	-54%	-	1,327
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	(1,190)	1,196	-100%	-	-
Principal Investments / PE Exceptions / Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	700	776	790	(14)	-2%	-	754	189	965	1,667	(692)	-42%	20,000	(19,035)
Total Corporate Finance Product	1,011	55,852	40,667	15,286	35%	-	75,383	25,559	82,412	88,952	(6,540)	-7%	105,000	(22,586)

Notes:

1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals

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FRANCHISE - REVENUE BY DEAL  
AS OF: 01 MAY 2003  
EUROS IN COGS  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Apr	Franchise Revenue YTD(Apr)	Franchise Revenue May	Other Coverage Groups
	Aome Communications - general advisory (D0305356)	-	923	-	None
	Allbritton Communications - General Advisory (News Ch 8) (D0206866)	-	602	-	NA Lev Fin
	Eurostar - acq advisory and financing (GM - HE) (D014601)	-	1,389	-	NA FIN SPO, NA Lev Fin
	Tribune Co - general advisory (radio assets) (D002234)	-	433	-	None
Total M&A		-	3,347	-	
Total Advisory		-	3,347	-	
	Allbritton Communications - HY (4Q 02) (D020406)	1,138	1,138	-	NA Lev Fin
	Carlyle/West - acq prog for Quest One East (Phase 1) / Phase 1 (D023503)	-	1,472	-	NA Lev Fin
	DirectTV - bank/HY financing (1Q 03) (D030503)	-	(130)	-	NA FIN SPO, NA Lev Fin
	Eurostar - acq advisory and financing (GM - HE) (D014601)	-	4,612	-	NA Lev Fin
	Gray Television - HY offering (4Q 02) (D023684)	-	16,408	-	NA FIN SPO, NA Lev Fin
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	33	-	NA Lev Fin
	Salem Communications - HY offering (4Q 02) (D027241)	(213)	7,487	-	NA Lev Fin
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	15	(213)	-	None
Total HYCM		940	30,863	-	None
	DirectTV - bank/HY financing (1Q 03) (D030503)	-	6,465	-	NA Lev Fin
	Eurostar - acq advisory and financing (GM - HE) (D014601)	-	8,828	-	NA FIN SPO, NA Lev Fin
	Lin TV - bank financing (1Q 03) (D030158)	-	232	-	NA FIN SPO
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	5,011	-	NA Lev Fin
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D0250386)	-	324	-	EUR MEDIA, EUR SPON, EUR LEV FIN, NA CON, NA FIN SPO, NA Lev Fin
Total Loan Syndications		-	20,860	-	
Total Debt Products		940	51,723	-	
	Gray Television - bank/equity financing (4Q 02) (D022657)	-	70	-	NA Lev Fin
	MediaNation - Sponsoring Agreement (D027084)	(29)	(56)	-	ASIA SPON, CHINA
Total Equity Underwriting		(29)	12	-	
	Village mfm (M1575)	0	(5)	-	None
Total Private Placement-Equity		0	(5)	-	
Total Equity		(29)	8	-	
	AOL Time Warner - Strategic Lending Contract (M4545)	(16)	(62)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(52)	(214)	-	None
	Tribune - Strategic Lending Contract (M6230)	(68)	(68)	-	None
	Viacom - Strategic Lending Contract (M5907)	(10)	(18)	-	None
Total Cost Hedging / Goodwill Funding / Loan Shortfall		(146)	(363)	-	
	Clear Channel - IG Bond (M6002)	-	86	-	None
	Comcast Corp - IG offering (1Q 03) (D036353)	-	207	-	None
	Liberty Media - IG offering (2Q 03) (D031543)	45	45	-	None
	Piney Bowes - IG offering (Q2 2003) (D031561)	740	740	-	None
	Scholastic - IG Bond Revenue (M6185)	61	61	-	None
Total GM DCM JV		846	1,139	-	
Total Legacy Portfolios / Cross Selling / Other		700	776	-	
Total Corporate Finance Product		1,611	33,692	-	

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FRANCHISE PIPELINE BY DEAL  
AS OF: 07-MAY-2008  
EUROS IN Q005  
IN MEDIA

PRODUCT	DEAL	PROBABILITY	May	Jun	Jul	Aug	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
Total M&A	BusinessWire - general advisory (D005585)	25	-	-	-	-	3,961	-	3,961	990
	Emmis Communications - strategic options (D026116)	0	-	-	-	-	3,521	-	3,521	-
	Scientific-Atlantic - Acq of Nergear (D031555)	0	-	-	-	-	2,641	-	2,641	-
Total M&A	TH Lee/Bain/Blackstone - EXCLUSIV/TV for Houghton Mifflin / Versailles (D025086)	100	1,056	-	-	-	1,056	-	1,056	1,056
			1,056	-	-	-	1,056	-	1,180	2,047
Total Other Advisory	Mediation - Sponsoring Agreement (D027084)	50	-	28	-	-	28	28	85	42
			-	28	-	-	28	28	85	42
Total Advisory			1,056	28	-	-	10,151	28	11,284	2,088
Total HYCM	Carlyle/Welsh - acq Incq for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	-	5,514	-	-	-	5,514	1,829
	Lin TV - convertible bond & HY offerings (D031437)	100	880	-	-	-	-	-	880	880
	Young Broadcasting - \$100mm refinancing Q2 03 (D031289)	50	-	-	1,761	-	-	-	1,761	880
Total Loan Syndications			880	-	8,275	-	-	-	9,155	3,389
	Carlyle/Welsh - acq Incq for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	-	5,282	-	-	-	5,282	1,320
Total Debt Products			880	-	13,556	-	0	-	14,437	4,710
Total Equity Underwriting	AOL Time Warner - CONFIDENTIAL (1H 03) (D030716)	0	-	23,107	-	-	-	-	23,107	-
	Citadel Broadcasting - IPO (D023066)	75	-	-	-	-	2,641	-	2,641	1,981
	Salem Communications - secondary offering (3Q 02) (D024428)	25	-	-	-	-	1,100	-	1,100	275
	Time Warner Entertainment - IPO (D026173)	75	-	23,107	-	-	-	-	23,107	17,331
Total Equity			-	46,215	-	-	3,741	-	49,956	19,586
			-	46,215	-	-	3,741	-	49,956	19,586
Total GM DCM JV	Pinney Bowes - IG Offering (Q2 2003) (D031561)	25	-	754	-	-	-	-	754	189
			-	754	-	-	-	-	754	189
Total Legacy Portfolios / Cross Selling / Other			-	754	-	-	-	-	754	189
			-	754	-	-	-	-	754	189
Total Corporate Finance Product			1,937	46,967	13,556	-	13,893	28	76,411	26,573
			1,937	46,967	13,556	-	13,893	28	76,411	26,573

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2003-05-07 (Wed)**  
**EUROS IN 000'S**  
**NA Media**

BANKER	DEAL	PROB	APR FRANCHISE VALUE	YTD APR FRANCHISE VALUE	MAY FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Cleat Broadcast - IPO (D023066)	75%	-	-	-	2,641	-
	Clear Channel Communications - \$3bn refi 3Q 03 (D031143)	50%	-	-	-	19,806	-
	DirectTV - bank/HY financing (1Q 03) (D030500)	N/A	-	4,812	-	-	-
	DirectTV - bank/HY financing (1Q 03) (D030500)	N/A	-	6,465	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	N/A	-	1,389	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	N/A	-	16,408	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	N/A	-	8,829	-	-	-
	Mediacom - swap (D031356)	0%	-	-	-	264	-
	Sinclair Broadcast Group - HY offering (4Q 02) (D028013)	N/A	15	55	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025086)	100%	-	4,830	-	1,056	-
Carey, Charles	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025086)	N/A	-	324	-	-	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25%	-	-	-	6,514	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25%	-	(130)	-	5,282	-
	Cleat Broadcast - IPO (D023066)	75%	-	-	-	2,641	-
	Clear Channel Communications - \$3bn refi 3Q 03 (D031143)	50%	-	-	-	19,806	-
	Emmis Communications - strategic options (D026116)	0%	-	-	-	3,521	-
	MediaNation - Sponsoring Agreement (D027084)	50%	-	(58)	-	56	-
	MediaNation - Sponsoring Agreement (D027084)	N/A	(29)	7,487	-	-	28
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	N/A	-	5,011	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	N/A	-	-	-	-	-
Chang, Liz	Acme Communications - general advisory (D006356)	N/A	-	923	-	-	-
	Albritton Communications - General Advisory (News Ch 8) (D020686)	N/A	-	602	-	-	-
	Albritton Communications - HY (4Q 02) (D020406)	N/A	1,138	1,138	-	-	-
	Albritton Communications - HY Offering (1Q 03) (D030500)	N/A	-	1,472	-	-	-
	Gray Television - HY offering (4Q 02) (D025884)	N/A	-	33	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	N/A	-	70	-	-	-
	Lin TV - bank financing (1Q 03) (D030158)	N/A	-	232	-	-	-
	Lin TV - convertible bond & HY offerings (2Q 03) (D031437)	100%	-	-	-	880	-
	Salem Communications - HY offering (4Q 02) (D027241)	N/A	(213)	(213)	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	25%	-	-	-	1,100	-
Dunn, David R.	Time Warner Entertainment - IPO (D026173)	75%	-	-	-	23,107	-
	Tribune Co - general advisory (radio assets) (D002234)	N/A	-	433	-	-	-
	Young Broadcasting - \$100mm refinancing Q2 03 (D031269)	50%	-	-	-	1,761	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25%	-	-	-	6,514	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25%	-	(130)	-	5,282	-
	Carlyle/Welsh - acq fncg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	N/A	-	7,487	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	N/A	-	5,011	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	N/A	-	-	-	-	-
	Cleat Broadcast - IPO (D023066)	75%	-	-	-	2,641	-
	Clear Channel Communications - \$3bn refi 3Q 03 (D031143)	50%	-	-	-	19,806	-
Faulstich, Blair	DirectTV - bank/HY financing (1Q 03) (D030500)	N/A	-	4,812	-	-	-
	DirectTV - bank/HY financing (1Q 03) (D030500)	N/A	-	6,465	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	N/A	-	1,389	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	N/A	-	16,408	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	N/A	-	8,829	-	-	-
	Emmis Communications - strategic options (D026116)	0%	-	-	-	3,521	-
	Sinclair Broadcast Group - HY offering (4Q 02) (D028013)	N/A	15	55	-	-	-
	Albritton Communications - General Advisory (News Ch 8) (D020686)	N/A	-	602	-	-	-
	Albritton Communications - HY (4Q 02) (D020406)	N/A	1,138	1,138	-	-	-
	Albritton Communications - HY Offering (1Q 03) (D030500)	N/A	-	1,472	-	-	-
Graves, Daniel B.	Gray Television - HY offering (4Q 02) (D025884)	N/A	-	33	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	N/A	-	70	-	-	-
	Lin TV - bank financing (1Q 03) (D030158)	N/A	-	232	-	-	-
	Lin TV - convertible bond & HY offerings (2Q 03) (D031437)	100%	-	-	-	880	-
	Salem Communications - HY offering (4Q 02) (D027241)	N/A	(213)	(213)	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	25%	-	-	-	1,100	-
	Time Warner Entertainment - IPO (D026173)	75%	-	-	-	23,107	-
	Tribune Co - general advisory (radio assets) (D002234)	N/A	-	433	-	-	-
	Young Broadcasting - \$100mm refinancing Q2 03 (D031269)	50%	-	-	-	1,761	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25%	-	-	-	6,514	-

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## FRANCHISE - REVENUE &amp; PIPELINE BY MD &amp; DIR

2003-05-07 (Wed)

EUROS IN 000'S

NA Media

BANKER	DEAL	PRODUCT	PROB	APR FRANCHISE VALUE	YTD APR FRANCHISE VALUE	MAY FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
	Albion Communications - HY offering (1Q03) (D030214)	Bonds-Corporate High Yield	N/A	-	1,472	-	-	-
	Gray Television - HY offering (4Q 02) (D025864)	Bonds-Corporate High Yield	N/A	-	33	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Equity-Secondary	N/A	-	70	-	-	-
	Salem Communications - HY offering (4Q 02) (D027241)	Bonds-Corporate High Yield	N/A	(213)	(213)	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	25%	-	-	-	1,100	-
	Tribune Co - general advisory (radio assets) (D02234)	Divestiture Advisory	N/A	-	433	-	-	-
Maurus Zach	Liberty Media - IG offering (2Q03) (D031843)	Bonds Corp. Investment Grade	N/A	45	45	-	-	-
	Vivendi - exchangeable bond trade (Project Hydra) / Hydra (D023323)	Equity-Exchangeable Debt	N/A	-	20,702	-	-	-
Morris, J L Malcolm	AOL Time Warner - CONFIDENTIAL (1H 03) (D030716)	Block Trade	0%	-	-	-	23,107	-
	Time Warner Entertainment - IPO (D026173)	Equity-IPO	75%	-	-	-	23,107	-
Paul, Gregory R.	Acme Communications - general advisory (D006356)	Divestiture Advisory	N/A	-	923	-	-	-
	Lin TV - bank financing (1Q 03) (D030758)	Senior Bank Debt	N/A	-	232	-	-	-
	Lin TV - convertible bond & HY offerings (2Q03) (D031437)	Bonds-Corporate High Yield	100%	-	-	-	880	-
	Young Broadcasting - \$100mm refinancing Q2 03 (D031289)	Bonds-Corporate High Yield	50%	-	-	-	1,761	-
Triffo, Dyan	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	3,961	-
	Liberty Media - IG offering (2Q03) (D031643)	Bonds-Corp. Investment Grade	N/A	45	45	-	-	-
Yung, Sun J.	Comcast Corp - IG offering (1Q 03) (D026353)	Bonds-Corp. Investment Grade	N/A	-	207	-	-	-
	Piney Bowes - IG offering (Q2 2003) (D031661)	Bonds-Corp. Investment Grade	25%	-	-	-	754	-
	Piney Bowes - IG offering (Q2 2003) (D031581)	Bonds-Corp. Investment Grade	N/A	740	740	-	-	-
	Scientific-Atlantic - Acq of Netgear (D031555)	Acquisition Advisory	0%	-	-	-	2,841	-

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